

IMPORTERS'/PURCHASERS' QUESTIONNAIRE
DURUM AND HARD RED SPRING WHEAT FROM CANADA

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than September 30, 2002

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping investigations concerning Durum and Hard Red Spring Wheat from Canada (inv. Nos. 701-TA-430 (Preliminary) and 731-TA-1019 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from Bill Deese (202-205-2626).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm purchased **Durum, Hard Red Spring, and/or Hard Red Winter Wheat** (as defined in the instruction booklet) from any source (domestic or foreign) at any time since January 1, 1999?

- ☐ **NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
☐ **YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission.

Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide in this questionnaire and throughout this investigation and in any other import-injury investigations conducted by the Commission on the same or similar merchandise. If you do not consent to such use, please note the certification accordingly.

The undersigned acknowledges that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Signature of Authorized Official

Date

() _____
Phone

() _____
Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 25 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW., Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

- I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing Durum and/or Hard Red Spring Wheat from Canada into the United States or which are engaged in exporting certain Durum and/or Hard Red Spring Wheat from Canada to the United States?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of Durum and/or Hard Red Spring wheat?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-6. Please check the primary nature of your business (you may check several if appropriate):

☐ Grain company ☐ Importer ☐ Other specify _____
☐ Miller ☐ Pasta manufacturer

I-7. Activities of your firm include (check all that apply):

☐ Grain storage ☐ Brokerage
☐ Grain elevation ☐ Grain shipping
☐ Grain milling ☐ Grain sales
☐ Other (_____)

PART II.-PRICES AND RELATED INFORMATION

Who should be contacted in your firm regarding the pricing and related information requested in part II?

Your firm's contact: _____
Name and title Phone No.

Section II-A-PURCHASE PRICES

INSTRUCTIONS:

This section requests monthly price and quantity data for your firm's purchase prices for specific wheat products during June 1999-May 2002.

You should complete one table for each of the wheat products shown below. Select your U.S. facility that received the largest quantity of each category of wheat shown. Provide the product category and location of the facility selected for each product in the space provided at the top of the page. Report the following information regarding your purchase of wheat shipped to each of those facilities. **Please note that it is possible that you will report these data for a different facility for each category of wheat, but that data for only a single facility should be reported for any one product category.**

Report for each product specified below that you have purchased, the quantity and net delivered price for your firm's largest purchase in the first ten days of each month from the U.S. supplier and from suppliers of Canadian wheat (as appropriate). Consider the date of purchase to be the date on which your order was placed or contract signed. The largest purchase should be determined by the total weight of the product in the transaction. In the spaces provided, provide the requested information regarding the contract specification for the listed purchase and the specifications for the product as actually delivered, the date on which the contract was made, and the date of delivery.

Prices reported should be in U.S. dollars per metric ton, net of all discounts and allowances. Quantities should be in metric tons.

You must report these data for each of the specified products you purchase. In the space provided at the top of each page, please enter the product for which the data on that page are reported. **Do not mix data from more than one product or more than one facility on any page.**

You may photocopy the pages as necessary to provide information on each of the wheat categories you purchase.

PART II.—PRICES AND RELATED INFORMATION—Continued

Section II-A—PURCHASE PRICES—Continued

The product specifications for which pricing data should be reported are:

U.S. WHEAT ITEMS: All having a protein content between 13.0 and 14.5 percent at a moisture basis of 12.0 percent.

PRODUCT 1: U.S. #1 Hard Red Spring Wheat.

PRODUCT 2: U.S. #2 Hard Red Spring Wheat.

PRODUCT 3: U.S. #1 Hard Amber Durum Wheat.

PRODUCT 4: U.S. #2 Hard Amber Durum Wheat.

CANADIAN WHEAT ITEMS: All having a protein content between 12.8 and 14.3 percent at a moisture basis of 13.5 percent:

PRODUCT 5: #1 Canadian Western Red Spring Wheat.

PRODUCT 6: #2 Canadian Western Red Spring Wheat.

PRODUCT 7: #1 Canadian Western Amber Durum Wheat.

PRODUCT 8: #2 Canadian Western Amber Durum Wheat.

PART II.—PRICES AND RELATED INFORMATION—Continued**Section II-A—PURCHASE PRICES—Continued**

Specify product reported on this page _____							Location of U.S. facility _____								
Month of contract	Characteristics as contracted						Characteristics as delivered								
	Quantity	Net delivered price ¹	Dockage	Test weight	Vitreous kernel count	Protein content	Dockage	Test weight	Vitreous kernel count	Protein content	Date of contract	Date of shipment	Total quantity	Transportation costs	Total delivered price
	(m. tons)	(\$/m ton)	(percent)	(lbs/bushel)	(percent)	(percent)	(percent)	(lbs/bushel)	(percent)	(percent)			(m. tons)	(\$/m ton)	(\$/m. ton)
1999:															
June															
July															
Aug.															
Sept.															
Oct.															
Nov.															
Dec.															
2000:															
Jan.															
Feb.															
Mar.															
Apr.															
May															

¹ Please note the futures market to which the delivered price is tied (for each month if necessary).

PART II.—PRICES AND RELATED INFORMATION—Continued**Section II-A—PURCHASE PRICES—Continued**

Specify product reported on this page _____							Location of U.S. facility _____								
Month of contract	Characteristics as contracted						Characteristics as delivered								
	Quantity	Net delivered price ¹	Dockage	Test weight	Vitreous kernel count	Protein content	Dockage	Test weight	Vitreous kernel count	Protein content	Date of contract	Date of shipment	Total quantity	Transportation costs	Total delivered price
	(m. tons)	(\$/m ton)	(percent)	(lbs/bushel)	(percent)	(percent)	(percent)	(lbs/bushel)	(percent)	(percent)			(m. tons)	(\$/m ton)	(\$/m. ton)
2000:															
June															
July															
Aug.															
Sept.															
Oct.															
Nov.															
Dec.															
2001:															
Jan.															
Feb.															
Mar.															
Apr.															
May															

¹ Please note the futures market to which the delivered price is tied (for each month if necessary).

PART II.—PRICES AND RELATED INFORMATION—Continued**Section II-A.—PURCHASE PRICES—Continued**

Specify product reported on this page _____							Location of U.S. facility _____									
Month of contract	Characteristics as contracted						Characteristics as delivered									
	Quantity	Net delivered price ¹	Dockage	Test weight	Vitreous kernel count	Protein content	Dockage	Test weight	Vitreous kernel count	Protein content	Date of contract	Date of shipment	Total quantity	Transportation costs	Total delivered price	
	(m. tons)	(\$/m ton)	(percent)	(lbs/bushel)	(percent)	(percent)	(percent)	(lbs/bushel)	(percent)	(percent)			(m. tons)	(\$/m ton)	(\$/m. ton)	
2001:																
June																
July																
Aug.																
Sept.																
Oct.																
Nov.																
Dec.																
2002:																
Jan.																
Feb.																
Mar.																
Apr.																
May																

¹ Please note the futures market to which the delivered price is tied (for each month if necessary).

PART II.—PRICES AND RELATED INFORMATION—Continued

Section II-B.—PRICE-RELATED QUESTIONS

NOTE: The questions in the following section refer to both Durum and Hard Red Spring wheat. If your response to any question differs based on the type of wheat, please note this in your response.

II-B-1 If your firm has purchased durum and/or hard red spring wheat from only one country, please explain the reasons for doing so.

II-B-2 Has the demand for your firm's final products incorporating durum and/or hard red spring wheat changed since January 1, 1999?

☐ No ☐ Yes--Please indicate the direction of change and identify the major factors that have contributed to this change. Describe the ways in which this change has affected your firm's purchases of durum and/or hard red spring wheat.

II-B-3 Are there other products that could be substituted for durum and/or hard red spring wheat in its end uses?

☐ No ☐ Yes--Please identify such substitutes. If multiple end uses exist for durum and/or hard red spring wheat, please discuss potential substitutes for each of the end uses.

II-B-4 To your knowledge, are your buyers aware of and/or interested in the country of origin of the durum and/or hard red spring wheat you supply them?

☐ Always ☐ Usually ☐ Sometimes ☐ Never

PART II.—PRICES AND RELATED INFORMATION—Continued**Section II-B.—PRICE-RELATED QUESTIONS—Continued**

II-B-5 How frequently do you change suppliers?

II-B-6 What is the usual method of establishing a transaction price for purchases of durum and/or hard red spring wheat?

II-B-7 a) What percent of your firm's purchases are made on a spot basis _____ or a contract basis _____?

b) If your firm purchases on a contract basis, please estimate the percentage of your firm's purchases that were made on the following basis.

For purchases of U.S. durum or hard red spring wheat:

	<u>Durum</u>	<u>Hard Red Spring</u>
Short-term contract (under 30 days)	_____	_____
Medium-term contract (between 30 and 90 days)	_____	_____
Long-term contract (over 90 days)	_____	_____
	100 %	100%

For purchases of Canadian durum or hard red spring wheat:

	<u>Durum</u>	<u>Hard Red Spring</u>
Short-term contract (under 30 days)	_____	_____
Medium-term contract (between 30 and 90 days)	_____	_____
Long-term contract (over 90 days)	_____	_____
	100 %	100%

II-B-8 How often does your firm purchase the durum and/or hard red spring wheat that is offered at the lowest price?

☐ Always ☐ Usually ☐ Sometimes ☐ Never

PART II.—PRICES AND RELATED INFORMATION—Continued**Section II-B.—PRICE-RELATED QUESTIONS—Continued**

II-B-9 Did the terms of sale differ between your purchases of domestically grown wheat and Canadian grown wheat?

Durum wheat: Yes ☐ No ☐ If yes, please explain

Hard Red Spring wheat: Yes ☐ No ☐ If yes, please explain

II-B-10 Of the total cost of the durum and/or hard red spring wheat that your firm purchases, approximately what percent is accounted for by U.S. inland transportation costs?

United States _____ percent

Canada _____ percent

II-B-11 Does your firm purchase durum and/or hard red spring wheat over the internet?

☐ No ☐ Yes—Please describe, noting the estimated percentage of your firm's total purchases of durum and/or hard red spring wheat in 2001 accounted for by internet purchases.

II-B-12 Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase durum and/or hard red spring wheat for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality of product, range of supplier's product line, traditional supplier, etc.).

1. _____

2. _____

3. _____

Other factors or comments: _____

PART II.—PRICES AND RELATED INFORMATION—Continued**Section II-B.—PRICE-RELATED QUESTIONS—Continued**

II-B-13 **COMPARABILITY OF U.S. HARD WHEATS**—Please describe the differences and similarities between **U.S. hard red spring wheat** and **U.S. hard red winter wheat** with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and uses, including a discussion of interchangeability in end use of the products; (b) **production**--include a discussion of the extent to which the two varieties are produced by the same growers and, in such cases, the interchangeability of production inputs, machinery and equipment, and skilled labor; and (c) **competition**--describe under what, if any, circumstances the two products compete for sales with each other, including a discussion of price; discuss the specific enduse/customer requirements or market situation/channels of distribution in which there is such competition; if there is no such competition, write "NONE," and indicate what alternative products could be substituted for each. Use additional pages as necessary.

(a) Characteristics and uses:

Characteristics: _____

Uses: _____

Interchangeability: _____

(b) Production:

(c) Competition:

PART II.—PRICES AND RELATED INFORMATION—Continued

Section II-B.—PRICE-RELATED QUESTIONS—Continued

II-B-14 **COMPARABILITY OF U.S. DURUM AND U.S. HARD RED SPRING WHEAT**.—Please describe the differences and similarities between **U.S. durum wheat** and **U.S. hard red spring wheat** with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and uses, including a discussion of interchangeability in end use of the products; (b) **production**--include a discussion of the extent to which the two varieties are produced by the same growers and, in such cases, the interchangeability of production inputs, machinery and equipment, and skilled labor; and (c) **competition**--describe under what, if any, circumstances the two products compete for sales with each other, including a discussion of price; discuss the specific enduse/customer requirements or market situation/channels of distribution in which there is such competition; if there is no such competition, write "NONE," and indicate what alternative products could be substituted for each. Use additional pages as necessary.

(a) Characteristics and uses:

Characteristics: _____

Uses: _____

Interchangeability: _____

(b) Production:

(c) Competition:

PART II.—PRICES AND RELATED INFORMATION—Continued**Section II-B.—PRICE-RELATED QUESTIONS—Continued**

II-B-15 **COMPARABILITY OF BROAD CLASSES OF U.S. WHEATS**—Please describe the differences and similarities among **U.S. hard wheats, U.S. soft wheats, and U.S. durum wheats** with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and uses, including a discussion of interchangeability in end use of the products; (b) **production**--include a discussion of the extent to which the three classes of wheat are produced by the same growers and, in such cases, the interchangeability of production inputs, machinery and equipment, and skilled labor; and (c) **competition**--describe under what, if any, circumstances the three classes of wheat compete for sales with each other, including a discussion of price; discuss the specific enduse/customer requirements or market situation/channels of distribution in which there is such competition; if there is no such competition, write "NONE," and indicate what alternative products could be substituted for each. Use additional pages as necessary.

(a) Characteristics and uses:

Characteristics: _____

Uses: _____

Interchangeability: _____

(b) Production:

(c) Competition:

PART II.—PRICES AND RELATED INFORMATION—Continued

Section II-B.—PRICE-RELATED QUESTIONS—Continued

II-B-16 Are hard red spring wheat and hard red winter wheat comparable for purposes of producing flour types used in the production of similar baked goods? Yes _____ No _____. If no, please discuss the reasons why.

II-B-17 Does your firm purchase hard red spring wheat and hard red winter wheat and blend them at your facility for purposes of achieving customer requirements for particular types of flour?

II-B-18 In situations where you can vary the proportion or use of hard red spring wheats and hard red winter wheats, please discuss the market factors that determine which product you purchase and mill at any given time.

Section II-C.—COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT

NOTE: The questions in the following section refer to both Durum and Hard Red Spring wheat. If your response to any question differs based on the type of wheat, please note this in your response.

II-C-1 Please indicate the countries of origin for durum and/or hard red spring wheat for which your firm has actual marketing/pricing knowledge.

☐ United States ☐ Canada ☐ Other countries (Please specify _____)

PART II.—PRICES AND RELATED INFORMATION—Continued

Section II-C.—COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT—Continued

II-C-2 Are imported and domestically produced durum and/or hard red spring wheat used in the same applications? Please answer for all country combinations you are familiar with (as indicated in your response to the first question in Part IV), including the United States and both subject and nonsubject foreign countries.

United States vs Canada ☐ Yes ☐ No--Please explain below.

_____ vs _____ ☐ Yes ☐ No--Please explain below.

II-C-3 Do you or your customers ever specifically order durum and/or hard red spring wheat from one country in particular over other possible sources of supply?

☐ No ☐ Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why durum and/or hard red spring wheat from these countries is preferred over product from other countries (please note the specific product in your response).

II-C-4 Are certain grades/types of durum and/or hard red spring wheat available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

☐ No ☐ Yes--Please identify the source and the grade/type.

II-C-5 If you purchased durum and/or hard red spring wheat from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

PART II.—PRICES AND RELATED INFORMATION—Continued**Section II-C.—COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT—Continued**

II-C-6 For the factors listed below, please rate how durum and/or hard red spring wheat grown in the United States compares with durum and/or hard red spring wheat grown in Canada. Please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

_____	compared to	_____
(specify country)		(specify country)
	SUPERIOR	COMPARABLE
		INFERIOR
Availability	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>
Lowest price	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements . . .	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>
Product quality	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>
Transportation network	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):		
_____	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>

PART II.—PRICES AND RELATED INFORMATION—Continued**Section II-C.—COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT—Continued**

II-C-7 For the factors listed below, please rate each in terms of its importance in your purchase decision for durum and/or hard red spring wheat.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lowest price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements ...	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product quality	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Transportation network	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART III .--SUPPLIER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest suppliers of durum and/or hard red spring wheat purchased during June 1999-May 2002. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total purchases of durum and/or hard red spring wheat that each of these suppliers accounted for in 2001.

No.	Supplier's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2001 purchases (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					